



## Matchmaking Biotechnology

May 12<sup>th</sup> & 13<sup>th</sup> 2004

as part of the conference  
“Cells at Work II”

**MECC**  
**Maastricht**



Netherlands Foreign Investment Agency



# The Matchmaking Biotechnology is an initiative of:

AACHENER GESELLSCHAFT FÜR INNOVATION  
UND TECHNOLOGIETRANSFER MBH

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**BioMed City Groningen**

**biopartner<sup>3</sup>**

**BioPartner Network**

**BioPartners Cologne<sup>#</sup>**

Das Biotech-Netzwerk der STADTSPARKASSE KÖLN

**BioPartner Cologne**

**CHEMIEVERBÄNDE NRW.**

**Chemieverbände NRW**

**EUREGIO**  
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**Economische  
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FOOD-PROCESSING  
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**Food Processing  
Initiative NRW**

**KPMG**

**KPMG**

Life Science Agency  
**LSA**

**Life Science Agency GmbH**

LIFE  
SCIENCES  
LIMBURG

**Life Sciences Limburg**

**LIOF**

**LIOF**

HEARTBEAT  
OF LIFE SCIENCES  
IN EUROPE  
MEUSE RHINE TRIANGLE

**Meuse Rhine Triangle**

ontwikkelingsmaatschappij oost nederland

**OOST NV**

**SEPTER Internationaal**

**Senter Internationaal**

**Syntens**  
Innovatienetwerk voor ondernemers  
**CARE-PRO**

**Syntens / Care Pro**

**TNO**

**TNO**

**TEC To MARKET**  
UNTERNEHMENSBERATUNG GMBH

**TecToMarket GmbH**



**West-Holland Foreign  
Investment Agency**



**Wirtschaftsförderung  
Münster GmbH**

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## Company

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4Vision Marketing (NL)

0001

## Contactperson / Function

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Herr Jan W. Zuidema / Partner

## Company Profile

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4Vision Marketing is a full service marketing consultancy and business development company. The mission of 4Vision Marketing is to provide business-to-business marketing services to high technology companies.

We carry out our activities based on a broad experience with all aspects of marketing, sales and communication.

4Vision Marketing not only performs consultancy on marketing issues but also implements marketing strategy.

### Customers

4Vision marketing mainly works for companies in the business sectors: biotechnology, pharmaceuticals, cosmetics, food & medical technology.

### Activities

The main activities of 4Vision Marketing consist of:

- Consultancy in the field of marketing, sales and communication,
- matchmaking between companies (or science institutes),
- commercial representation of companies.

4Vision Marketing assists in the consultancy and implementation of marketing plans. We actively find partners for companies that are trying to find new technology and/or products. 4Vision Marketing assists companies in reaching new markets and/or introduction of new products and services.

For more information on our services to you, please contact us. We would welcome the opportunity to discuss with you.

## We can offer

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Marketing & sales support.

## We are seeking

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Life sciences & medtech companies looking for commercial support.

## Company

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A.I.P. - Biotech Incubation Partners (B)

0002

## Contactperson / Function

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Herr Willem Beeckman / Business Development Manager

## Company Profile

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The goal of Biotech Incubation Partners is to stimulate the development of new ideas in biotechnology and life sciences, by turning high quality biotech research results into new companies. The company provides financial and managerial help to develop new ideas towards a first prototype.

With a range of services, Biotech Incubation Partners sustain the biotech companies in their daily activities towards an optimal development of their products and services.

You just started your company and suddenly a huge range of tasks is occupying a major part of your time; it becomes hard to keep focus on the development of your technology and products. Outsourcing non-core activities to an experienced team would really help you to keep focus on these core activities. Therefore BIP offers a range of services that can be of significant help in the further development of your company.

## **Company**

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AC Biotec GmbH (D)

0003

## **Contactperson / Function**

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Herr Dr. Tibor Anderlei / CEO

## **Company Profile**

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The company AC Biotec GmbH is a provider in the field of bioprocess development and technology consulting. As a commercial service AC Biotec offers development, optimization and application of bioprocessing using microbial and plantal systems as well as individual consulting and training concerning bioprocess technology applications. The core competence of AC Biotec includes the application of small-scale culture systems and the scaling of processes in between these systems and technical-scale stirred tank reactors. The complete scale of biotechnological processes starting from multi-well plates and shake flasks up to pilot-scal stirred-tank-reactors is covered. The close cooperation of AC Biotec with producers of cultivation hardware and innovative scientific institutions offers a unique variety of platform technology and a flexibility in the application of these platforms not available for the standard customer. Thus, the use of highly developed technology in an integrated approach enables AC Biotec to significantly reduce time-to-market its customers products.

## **We can offer**

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Contract manufacturing, bioprocess development, fermentation tools.

## **We are seeking**

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Partner companies for bioprocess development.

## Company

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Afforce Healthcare BV (NL)

0004

## Contactperson / Function

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Frau Edna Venneker, MD / Senior Partner  
Herrn M. Briejer, MSc / Senior Director

## Company Profile

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Afforce Healthcare is a consulting company offering managerial and technical expertise to the (bio)pharmaceutical industry. Our expertise spans from the stage of (pre)clinical development up to and including marketing and sales of a new drug. Moreover, we perform strategic evaluations of products and product portfolios and assist in making strategic investment decisions.

Afforce Healthcare professionals can offer you services in the following areas:

- Drug development,
- Marketing and sales,
- Management and Organisation,
- Strategic consultancy.

## **Company**

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AGORA BV, Industrial Project Management and Laserapplications (NL)

0005

## **Contactperson / Function**

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Herr Roger Daemen / Director

## **Company Profile**

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Since our foundation in 1996 we are active in the plastics industrie as projectmanagement office for industrial products. Because of our large experience in the plastics industrie and a narrow cooperation with reliable partners we are able to realise committed goals.

In 1998 we started our production activity in laserapplications.

Today we may say that we have a lot of experience in the field of lasertechniques on plastic parts. The different applications are lasermarking, -ablation, -welding, -cutting and -engraving. These are possible for one single product till mass production. Some main advantages are: maximum flexibility due to computer control imaging; lasertechniques are applied contact free and without force.

## **We can offer**

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Know how of producing plastic parts and lasertechniques on plastic parts.

## **We are seeking**

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Companies with a need for plastic parts and/or laserapplications.

## Company

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AIM BV (NL)

0006

## Contactperson / Function

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Herr Kees van Gorsel / Sales Manager

## Company Profile

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AIM (Advanced Instruments Manufacturing) is an independent producer of high quality medical instruments.

AIM does not have own products. The core business is producing medical instruments for 3d parties.

## We can offer

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Purchasing, assembly, testing, packing, engineering.

## We are seeking

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Productowners, purchasers, product developers.

## **Company**

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Aix Scientifics ® Clinical Research Organisation (D)

0007

## **Contactperson / Function**

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Herr Dr. Eike G. Fischer / CEO

## **Company Profile**

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Aix Scientifics ® is employing a permanent staff with long term experience in planning, implementing and evaluation of clinical studies. Medical and mathematical scientists and engineers are at disposal to perform clinical trials for manufacturers of pharmaceutical products and medical devices in accordance with the legal framework and national and international guidelines. Internet-based data management renders possible timely evaluation.

## **We can offer**

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Support to perform clinical trials (design, management, data collection, evaluation).

## **We are seeking**

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Companies interested to perform clinical studies for their products.

## **Company**

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AMT (Amsterdam Molecular Therapeutics) (NL)

0008

## **Contactperson / Function**

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Herr Dr. Eric M. van der Aa / Executive Vice-President (Business Development Department)

## **Company Profile**

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AMT was founded in 1998 at the initiative of researchers from the Academic Medical Centre of Amsterdam to facilitate the development of viral gene therapies to the market. AMT currently employs 32 people. AMT has currently 3 products in development:

- 1) Gene therapy for lipoprotein lipase deficiency, which is anticipated to enter clinical studies early 2005 (the product was recently designated as an orphan drug by European authorities);
- 2) Gene therapy for familial hypercholesterolemia, which is in pre-clinical research and
- 3) Gene therapy for Crohn's disease, an ex-vivo approach which is in pre-clinical research.

AMT uses it's adeno-associated viral vector (AAV) technology as platform.

AMT also runs a state of the art cGMP manufacturing facility for viral vectors and vaccines, which is open for contract production.

## **We can offer**

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R&D collaborations and cGMP manufacturing of viral gene therapies.

## **We are seeking**

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R&D collaborations to expand product portfolio.

## Company

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ANALYSIS GmbH (D)

0009

## Contactperson / Function

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Herr Dr. Andreas Immelmann / CEO

## Company Profile

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### Analysis, Biomedizinische Test GmbH

Since 1994, Analysis specializes in providing a viral safety study service to the pharmaceutical industry. Our *in vitro* methods focus on detecting infectious viruses using various bioassays. We operate fully equipped Biosafety Level 2 and Biosafety Level 3 laboratories (250m<sup>2</sup> laboratory space).

Our services include:

- Validation of the manufacturing process for pharmaceuticals derived from biological sources (process validation).
- Virological testing of cell lines (characterization of Master and Working Cell Banks).
- Testing pharmaceuticals intended for use in gene-therapy trials to ensure they are free from replication competent viruses (RCA and RCR).

All *in vitro* assays are performed in full compliance with Quality Assurance systems (GLP as well as GMP).

Analysis has validated all common procedures for virus inactivation and virus removal in accordance with national and international guidelines. Our customers are renowned international pharmaceutical companies, biotech firms and plasma fractionation institutes. Our study reports are accepted by national and international regulatory authorities (EMA, FDA, PEI, Japanese Ministry of Health).

Analysis' approach is based entirely on virology and we offer broad-based expertise in the planning and execution of the viral safety studies needed to register pharmaceuticals. Our main objective is to satisfy our customers' needs by performing the studies in accordance with statutory guidelines and completing them on time.

## We can offer

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GLP- and GMP-complaint virus safety studies.

## **Company**

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ANATECH BV (NL)

0010

## **Contactperson / Function**

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Herr drs. Archi Leenaers / President

## **Company Profile**

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- Development and production of analytical laboratory instruments.
- Material characterization.
- Specialists in measuring and controlling, temperature, gasflow, pressure, mass, heatflow, etc.
- Development of embedded software (firmware).

## **We can offer**

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Knowhow on above fields.

## **We are seeking**

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Partners for developing new instruments.

## **Company**

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Artes Biotechnology GmbH (D)

0011

## **Contactperson / Function**

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Herr Dr. Michael Piontek / Managing Director

## **Company Profile**

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ARTES Biotechnology is offering contract R&D services for recombinant strain development in microbial expression systems. The champion amongst them is the patent protected yeast *Hansenula polymorpha*. ARTES is holding worldwide exclusive licensing rights on this superior expression technology for various application fields. As a eukaryotic organism *Hansenula* allows the efficient secretion of authentic protein products. Stable integration of client's target gene in a high copy number, excellent strain and product stability, unmet productivity and process economy as well as the absence of pathogens and pyrogens make *Hansenula* a reliable and accepted system for a number of commercial products.

ARTES' staff has more than 15 years experience in commercial project management in heterologous gene expression. ARTES' standard 4 month feasibility study includes gene analysis and design, construction of expression vectors, generation and characterization of stable recombinant *Hansenula* yeast cells, screening of transformants for target protein production and selection of the production strain.

## **We can offer**

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Contract R&D Services / Recombinant Production Strain Generation.

## **We are seeking**

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Clients.

## **Company**

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Biaffin GmbH & Co. KG (D)

0012

## **Contactperson / Function**

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Herr Dr. Bastian Zimmermann / Geschäftsführer / Managing Director

## **Company Profile**

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Biaffin is specialising in biomolecular interaction analysis (BIA) and the application of BIA technology for customers from the pharmaceutical, biotechnological and diagnostic industry. Biaffin has acquired long experience and expert knowledge in the application of biosensors based on surface plasmon resonance (SPR) and is known to be a reliable partner for the performance of biomolecular interaction analyses and functional assays. The range of services offered also includes the performance of phosphorylation assays and assay development for medium to high throughput functional in vitro assays.

Our products are bioluminescent assays, recombinant proteins (protein kinases), inhibitors of protein kinases as well as a novel fusion tag technology for combining rapid purification of recombinant proteins with capturing on surfaces for subsequent interaction assays.

## **We can offer**

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Bioanalytical services, protein kinases A, kinase inhibitors, bioluminescent assays.

## **We are seeking**

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Collaboration product development.

## **Company**

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Biocal (NL)

0013

## **Contactperson / Function**

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Herr Marco Poel / Director

## **Company Profile**

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Biocal is a consultant company specialised in biological dangerous waste within the medical sector.

## **We can offer**

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Consultancy and training of personnel.

## **We are seeking**

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People interested in above mentioned waste.

## Company

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Bioceros B.V. (NL)

0014

## Contactperson / Function

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Herr Dr. Marcel den Hartog / Scientist

## Company Profile

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Bioceros B.V. was founded in April 2003 as a new biopharmaceutical R&D contract organization. The Bioceros team exists of an enthusiastic team of scientists and technicians with each more than 5 years experience in small R&D-oriented biopharmaceutical companies. Bioceros is a hybrid organization. On the one hand we are a R&D company developing our own proprietary portfolio & projects (detailed information will be disclosed under confidentiality). On the other hand we are a contract research organization specifically in the field of cellular immunology.

Bioceros has a well-equipped laboratory (see [www.bioceros.com](http://www.bioceros.com)). The company is specialized in cell-based bioassays that can be used for screening new drug leads that influence the immune system. Bioceros is able to provide services to assist in performing relevant proof of concept studies in animals as well as in designing and monitoring subsequent GLP-compliant safety. The Bioceros team can also provide consultancy services, such as advising and assisting academic institutions with valorization of their research, due diligence activities for project acquisition and management assistance to small start-up companies.

We can provide a broad spectrum of technical and scientific expertise ranging from discovery research to pre-clinical development.

**Molecular biology:** cloning of DNA encoding protein of interest, protein expression in various systems, generating human Fc fusion proteins, testing protein expression by standard techniques, e.g. Western blotting, PCR, ELISA e.a., site-directed mutagenesis studies, genomics advice.

**Cell biology:** screening of molecules that influence the immune system, monocyte isolation, characterization of cell surface marker expression (FACS analysis), functional maturation models of monocytes (into various macrophage and DC subpopulations), cytokine/chemokine production, apoptosis assays, functional T-cell and B-cell assays, functional assays for adipogenesis.

**Pre-clinical development:** assist in performing relevant proof of concept studies in animals (multiple models, e.g. EAE, IBD, asthma, sepsis), design and monitoring GLP-compliant safety studies in animals.

**Consulting services:** scientific due diligence for project acquisition, IP analysis, competition analysis, VC contracts, management assistance to small start-up companies.

Our short term income will come fees for service activities, long term income from milestones and royalties from proprietary projects.

## We can offer

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See company profile.

## We are seeking

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(In/out) licensing partners, customers and business development support.

## **Company**

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bioMerieux bv (NL)

0015

## **Contactperson / Function**

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Herr Nick van de Wouw / Liaison Officer Contract Manufacturing

## **Company Profile**

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A French company with a subsidiary in the Netherlands develops high performance nucleic acid diagnostic assay systems based on NASBA amplification technology and high throughput Micro-ELISA-based assay's. Our core competence are final development, production of components and kits, labeling assembly and distribution quality management systems are in place and high quality and education of employees. We are also offering our infrastructure and knowledge for contract manufacturing partners.

## **We can offer**

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Partners who want to outsource the production activities.

## Company

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BioPartner Network (NL)

0016

## Contactperson / Function

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Herr Ward Mosmuller / Managing Director

## Company Profile

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### **BioPartner: for making the step from 'life scientist' to entrepreneur.**

The BioPartner programme helps starters in the Netherlands through the first three steps in entrepreneurship: from 'seed', 'start' to 'solo'. BioPartner provides researchers and start-up companies active in the field of life sciences with information, advice, grants, capital and facilities. The five BioPartner service lines help the 'life scientist' on his way to entrepreneurship. BioPartner is launched in 2000 by the Dutch Ministry of Economic Affairs.

### **BioPartner Service Lines:**

#### **BioPartner Network**

BioPartner focusses on facilitating and stimulating entrepreneurship through advice, information, support, coaching and investor's networks, the Masterclass Biobusiness and guides on IPR, finance, HMR and best practise.

#### **BioPartner First Stage Grant**

This grant stimulates researchers to translate their scientific knowledge into a feasible business plan. The grant (€250,000) pays for salary costs of the researchers and technical assistance, for costs of materials and expenses for external advice, training.

#### **BioPartner Start-up Ventures**

BioPartner Start-up Ventures is a venture fund for life sciences start-ups. We invest up to a maximum of €225,000 in life sciences start-up companies. The original investment can be raised by a maximum of €225,000 in a second financing round. An important condition for our investing is matching funds of private investors. The fund of €10.5 million is managed by Zernike Group.

#### **BioPartner Centers**

BioPartner Centers offer housing and services for life sciences start-up companies. Our Centers in Amsterdam, Groningen, Leiden, Maastricht, Utrecht and Wageningen, give start-ups easy access to the network and facilities of local universities, research organisations and research companies.

#### **BioPartner Facilities Support**

Facilities Support is a loan to pre-finance (expensive) life sciences facilities. It enables start-ups to use innovative and advanced equipment and R&D facilities in collaboration with universities or research organisations. BioPartner Facilities Support (€1.4 million) is managed by mibiton.

## We can offer

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We help starters in the Netherlands through the first three steps in entrepreneurship: from 'seed', 'start' to 'solo'.

## Company

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BioPartners Cologne (D)

0017

## Contactperson / Function

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Herr Dr. Edgar Fritschi  
Frau Dr. Kathrin Susen

## Company Profile

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"BioPartners Cologne", the Biotech-network of Stadtsparkasse Köln, was founded by various experts with the aim of supporting and accompanying life science companies. To create optimal conditions, "BioPartners Cologne" serves as a "one-stop shop", providing space at premium locations, offering management for company establishment, venture capital and financing, consultation for entrepreneurs and companies, staff management, technology consultation and project coordination. Not only young entrepreneurs, but also established companies take advantage of the service and competence of "BioPartners Cologne".

Members of BioPartners Cologne:

- Stadtsparkasse Köln,
- BioFactory Cologne,
- BioCampus Cologne,
- RTZ Rechtsrheinisches Technologie- und Gründerzentrum Köln GmbH,
- TMK TechnoMedia Kapitalbeteiligungsgesellschaft Köln mbH,
- MBW MITTELSTANDSBERATUNG GMBH,
- TecToMarket Unternehmensberatung.

**"BioPartners Cologne offer space at the following locations:**

### **1. BioCampus Cologne**

BioCampus Cologne, a project of SKI Standort-Köln Immobilien GmbH & Co. KG, is with an area of 173,000 m<sup>2</sup> one of the largest biotechnology parks in Germany.

BioCampus Cologne offers life science companies pre-financed infrastructure, S1/S2 lab and office space ready for use and sufficient opportunities for further expansion.

Shared facilities such as the facility services, entrance, mail room, restaurant, catering service and representative conference rooms provide the companies with additional support. Future plans also involve the provision of a hotel, a kindergarten and a print shop.

### **2. The BioFactory Cologne**

BioFactory Cologne, another project of SKI, will be an incubator for biotechnology in Cologne. After its completion in 2004, it will provide biotechnology companies with approximately 8,300 m<sup>2</sup> of office and lab space in a building with modern and representative architecture. Service is targeted in particular towards entrepreneurs and young companies in the field of life sciences. They have the opportunity to rent customized offices and S1/S2 labs in flexible units.

### **3. RTZ Rechtsrheinisches Technologie- und Gründerzentrum Köln GmbH**

RTZ Rechtsrheinisches Technologie- und Gründerzentrum Köln GmbH is located at the Hagen Campus close to BioFactory Cologne. It provides entrepreneurs and young technology companies with 4,000 m<sup>2</sup> of multifunctional space with state-of-the-art equipment and a comprehensive range of consulting services and infrastructure. At RTZ, companies can use conference rooms, office services and a cafeteria. RTZ focuses its business on biotechnology in particular. A fully-equipped S3 lab is available and can be hired depending on the project. Companies are given the opportunity to realize their research and development plans easily and at low costs.

## We can offer

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Services, lab and offices.

## Company

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BIOTOP MEDICAL (NL)

0018

## Contactperson / Function

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Frau ir. Gudrun Pfeffer / Manager geneesmiddelen

## Company Profile

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BioTop Medical **flexible** services:

BioTop Medical supports companies in the pharmaceutical and medical device industry (including in vitro diagnostics) with Regulatory Affairs and Quality Management activities.

BioTop Medical is a team of **biochemists, molecular biologists and biotechnologists** who combine their scientific knowledge with experience in Regulations and Quality Management in a very practical way.

BioTop Medical supports companies from the first idea to market introduction of the product and also further (sales) trajects.

Regulatory services with respect to Pharmaceuticals for human or animal application:

- Accompanying / advice with respect to licensing and Regulatory Affairs (RA) during **product process development**.
- Writing / putting together your "licensing file" / submission / Marketing Authorisation application (**MAA**).
- Actualisation / converting to **CTD format** and maintaining your Marketing Authorisation.
- Communication with **Authorities**.
- Acting as a Regulatory Affairs Manager.

Regulatory services with respect to Medical Devices:

- Advising on **CE marking** for medical devices,
- Compiling CE files and **FDA files** for medical devices.
- Performing **Risk Analysis**.
- Communication with **Notified Bodies**.
- Literature Search.
- Acting as a Regulatory Affairs Manager.

Services on Quality issues:

- Setting up and/or maintaining your Quality Management System according to:
  - **ISO 9001:2000,**
  - **ISO 13485:2003,**
  - **Good Manufacturing Practice (GMP).**
- Advising on the implementation of ISO 9001:2000, ISO 13485:2003 or GMP,
- Performing internal and supplier audits (also abroad),
- Performing external audits,
- Acting as a Quality Manager.

Added values:

- flexibility,
- (bio)-scientific background,
- customised to the client's requirements.

## We can offer

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Support in regulatory affairs and quality management with respect to pharmaceuticals and medical devices.

## We are seeking

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Tasks / projects / clients.

## **Company**

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bitop AG (D)

0019

## **Contactperson / Function**

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Herr Dr. Thomas Schwarz / CSO  
Herr Daniel Berger / CEO

## **Company Profile**

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Entwicklung neuer small molecules aus extremophilen Mikroorganismen zum Schutz von Proteinen, Zellen und der Haut.

## **We can offer**

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Kooperationsangebot Pharmaindustrie für gemeinsame Entwicklung im Bereich Dermatologie und Reduktion toxischer Begleiteffekte bei proteinbasierenden Therapien. Stabilisierung von Proteinen und Zellen. Auftragsfermentationen.

## **We are seeking**

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Kunden und Kooperationspartner im Bereich Protein-, Zell- und Hautschutz und bieten Auftragsfermentationen an.

## **Company**

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Cell Center Cologne GmbH (D)

0020

## **Contactperson / Function**

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Herr Dr. Bernd Fronhoff / Managing Director

## **Company Profile**

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Die Cell Center Cologne GmbH (CCC) ist ein BioHub auf dem Campus der Universität zu Köln. Das CCC fokussiert in seinen Planungen und Aktivitäten auf das wachstumsstarke Teilsegment Zelltherapie innerhalb der roten Biotechnologie. Das Geschäftsziel des CCC ist einerseits die Identifizierung und Marktheranführung von attraktiven Biotechnologie-Neugründungen und andererseits das Management des Intellectual Property in dem Segment Biotechnologie und Medizin der Universitätsklinik zu Köln.

## **We can offer**

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Ansiedlungsmöglichkeiten für junge Biotechnologie-Unternehmungen im Bereich der Zellprozessierung.

## **We are seeking**

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Patent-und Lizenzmanagement für medizinische und biotechnologische Forschungsergebnisse.

## Company

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Cilian AG (D)

0021

## Contactperson / Function

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Herr Dr. Marcus Hartmann / Vorstand / CSO

## Company Profile

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Cilian is an emerging biotechnology company developing and marketing a novel expression system. The company uses a species of Ciliates, an eucaryotic singel-cell organism, for the production of enzymes and therapeutic proteins. While Ciliates secrete a number of therapeutically relevant enzymes with high expression rates by nature, recombinant proteins are produced by Ciliates using genetically modified cells. Leveraging the unique capabilities of the Ciliates, the Company aims to produce proteins at an unmatched quality and price. Thereby, Cilian fulfils its mission to improve human health by facilitating access to biopharmaceuticals.

Cilian develops and markets a novel expression system for the production of:

- Biologics secreted by genetically modified Ciliates.
- Naturally secreted enzymes, applicable as pharmaceuticals or nutraceuticals.

As an expression system for recombinant proteins Ciliates offer the following advantages:

- Complex post-translational modifications, e.g. disulfid bridges, GPI anchor, phosphorylation, acetylation.
- Unique consistent N-glycan pattern, which is desirable for certain drugs and ideal precursor for vitro glycosylation.
- Ease and flexibility of use, e.g. classical strain improvement and crossing techniques available, short generation times and possible use of existing microbial infrastructure.
- Safety (classified as GRAS).
- Potential cost savings.

## We can offer

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Expression von komplexen rekombinanten Wirkstoffen im Rahmen von Proof of Principle.

## We are seeking

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Biotech-Unternehmen, die neue komplexe rekombinante Wirkstoffe entwickeln.

## Company

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COMTAIX (D)

0022

## Contactperson / Function

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Herr Stefan Pickartz / CEO

## Company Profile

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**COMTAIX** is a consulting agency specialized in business development services, human resources and reimbursement for Health Care and Life Science companies. Our consultants have 17 years of experience through positions of responsibility in sales, marketing and management in leading healthcare companies, especially in ENT, orthopedics, reconstructive and navigation.

**COMTAIX** objective is the support of your company's product and market development and the optimization of your existing market presence. Our widespread industry network can be the basis of your success.

In specific areas it might be more reasonable for a company to hand over tasks to a competent partner on a purley project-oriented basis. Only the active commitment to expert knowledge can lead to successfull outcomes.

We offer you support in creating the essential prerequisites of organizational excellence. Based on our knowledge, our long lasting experience in upper management and last but not least our expertise in sales and marketing in medical technology, we offer you our expertise as a partner.

The very first step in consulting with you is an analysis of your actual situation. This analysis is aimed at finding the right measures and actions for an external solution to your problems. Our broad product portfolio offers solutions to all of your challenges.

We define effective business development as a strategic approach to the development of innovative products and services, the way they are brought to the market, the availability of the right people to produce and sell them, as well as the establishment of the organization within its environment. What can COMTAIX do for you?

### **COMTAIX services:**

- Assistance in technology development and transfer.
- Marketing;
  - o Demand analysis and market research,
  - o New product placement,
  - o Phone marketing and matching,
  - o Distribution,
  - o Reimbursement,
  - o Customer relationship management.
- Human resources.
- Coaching.

Networking services and strategic relationship management.

## We are seeking

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Especially products and developments for the ENT market but also products and ideas for all other key markets.

## **Company**

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DASGIP AG (D)

0023

## **Contactperson / Function**

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Herr Michael Glier / Junior Sales Manager Biotechn.

Herr Dr. Georg Kox / European Business Manager

## **Company Profile**

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DASGIP AG from Jülich, Germany celebrates its 10 years anniversary in the biotechnology field. With its parallel systems for small scale cultivation of cells as well as for microbial purposes, DASGIP became a worldwide operating company with renowned customers in the fields of R&D, production, process and media optimization, screening, scale-up / -down etc. The products are working in the range between 4, 8 or up to 16 experiments in the parallel, under fully software controlled and individual conditions. High precision, replicable experiments and high data gain combined with easy handling, are the focus of the DASGIP philosophy.

## **We can offer**

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Parallel systems for cultivation.

## Company

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Dr. Otto Suwelack Nachf. GmbH & Co. KG (D)

0024

## Contactperson / Function

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Herr Dr. Koen Dekker / R&D Manager Biotechnology

## Company Profile

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The family enterprise Dr. Otto Suwelack ([www.suwelack.com](http://www.suwelack.com)) is a pioneer in freeze drying technology for coffee, food ingredients and collagen. The company is well established in the fields of biotechnology and innovation of taste characteristics and aroma. The high levels of service and quality are continuously improved through close collaboration between our customers and our professional workforce.

Today, the main technologies are:

- Biotechnology (cultures, fermentation),
- Extraction (CAP - Ssystem),
- Freeze drying - worldwide one of the biggest production capacities in one single location,
- Spray drying - different specific systems,
- vacuum-belt-dryer.

We are certified to ISO 9001 standards. Our research and development department is supported by our "trial plant" and a laboratory.

## We can offer

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Freeze drying, Spray drying expertise.

## We are seeking

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Active partners in Nutraceuticals / cosmeceuticals.

## Company

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DSM Research - Performance Materials (NL)

0025

## Contactperson / Function

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Herr Dr.ir. Germ Visser / Project Manager EC Programmes

## Company Profile

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DSM started life in 1902 as a state-owned national and regional coal-mining company in the Netherlands. Today, over a century later, it is an advanced biotechnology and chemicals company listed on the stock exchange and with manufacturing sites and sales offices across the globe.

DSM is a highly valued supplier to virtually every major global producer in the pharmaceutical, foodstuffs, performance materials, industrial chemicals and agrochemicals industries. More specifically, DSM is the world's leading supplier to the pharmaceutical industry, with seven of the world's twenty top-selling drugs containing DSM products. It is also one of the largest suppliers of food ingredients, and is building up a strong position in nutraceuticals. DSM ranks among the global top five with many of its performance materials and is the global market leader in a number of industrial chemicals.

Innovation is vital for specialty company. DSM's research and development efforts are closely geared to the needs of its core business clusters: life science products, performance materials and industrial chemicals. We are constantly looking for innovative ways to develop new technological potential. One example of this is our genomics project, which has already resulted in various inventions and new products in the field of food ingredients; another example is our use of nanotechnology in developing new performance materials. Making full use of modern communications, DSM researchers in laboratories in Europe and North America work together on projects in a Virtual Lab, unhindered by the constraints of time and space.

DSM spends about 5 per cent of its annual sales revenue on research and development. The company participates in some 100 R&D partnerships and maintains contacts with a network of 2,000 prominent university departments. About 10 per cent of DSM's workforce is currently engaged in research and development.

## We can offer

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R&D expertise in materials development, including functional coatings.

## We are seeking

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Partners for the development of biomedical applications.

## **Company**

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ELTI Support (NL)

0026

## **Contactperson / Function**

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Frau Dr. Eline P. Meulenberg / Director

## **Company Profile**

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ELTI Support is broadly specialised in immune-chemistry. We are able to analyse - specifically, sensitively and rapidly - a range of environmental and food containments such as pesticides, bisphenol A, alkylphenols, aflatoxin, folic acid, Protein A, using immunoassays and immuno-affinity columns. Further, we develop tailor-made assays, columns and antibodies. Biosensors may be provided in cooperation with our partner in a consortium.

## **We can offer**

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Immunochemical expertise, antibodies, immunoaffinity columns, immunosensors.

## **We are seeking**

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Cooperation, projects, orders for analysis and R&D.

## **Company**

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EURAMEDICS BVBA (B)

0027

## **Contactperson / Function**

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Herr ir. Dirk Segers / General Manager

## **Company Profile**

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Distribution Management of medical devices in cardio-vascular products.

Consulting to cardio-vascular companies to enter european market.

- Logistics,
- Offices,
- Human resources,
- CE, Translations.

## **We can offer**

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Distribution Management of cardio-vascular medical devices.

## **We are seeking**

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Cardio-vascular medical device companies.

Matchmaking Biotechnology  
as part of the conference "Cells at Work II"  
May 12<sup>th</sup> & 13<sup>th</sup> 2004, MECC Maastricht

## **Company**

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Euregio Biotech Support p/a Institute for Biomedical Technology (NL)

0028

## **Contactperson / Function**

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Herr Dr. Nico Arfman / Business Development Manager

## **Company Profile**

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Euregio Biotech Business Support is a joint program of Biotech oriented centres of expertise to stimulate and support enterprises and entrepreneurs in the Münsterland, Twente, Groningen Euregio Area.

## **We can offer**

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Partnering in Biotech R&D projects, State of the art technical facilities, Courses & Workshops on Biotech issues, Biotech Business Support & Coaching.

## **We are seeking**

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Partnering in Biotech R&D projects, State of the art technical facilities, Courses & Workshops on Biotech issues, Biotech Business Support & Coaching.

## Company

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Food-Processing Initiative e.V. (D)

0029

## Contactperson / Function

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Herr Dipl.-Volksw. Norbert Reichl / Geschäftsführung

## Company Profile

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Gegründet von Unternehmern der Branche für Unternehmen der Branche ist **der Food-Processing Initiative e.V. - FPI e.V.** - der Verein zur Förderung der Ernährungswirtschaft in Nordrhein-Westfalen, zur Steigerung ihrer Wettbewerbsfähigkeit im globalen Markt. Unterstützt werden die Projekte des FPI e.V. vom Ministerium für Wirtschaft und Mittelstand, Energie und Verkehr des Landes Nordrhein-Westfalen.

Als Interessengemeinschaft ist der Verein Ansprechpartner für die Ernährungswirtschaft über die gesamte Wertschöpfungskette von den Rohstoffen bis zum Transport der verpackten Nahrungsmittel:

- Produzenten/Verarbeiter von Nahrungsmitteln,
- Hersteller von Roh-, Hilfs- und Betriebsstoffen,
- Maschinen- und Anlagenbauer,
- Verfahrens- und Systemtechniker,
- Hersteller von Verpackungsmaschinen/-materialien,
- Forschungseinrichtungen, Organisation, Verbände.

Der FPI e.V. hat das Know-how, die Kontakte und die Instrumente, um die Wettbewerbsfähigkeit der mittelständischen Unternehmen der Ernährungswirtschaft nachhaltig zu stärken; Innovationen anzuregen bei Produkten, Prozessen und Märkten; Allianzen und Kooperationen anzuschließen und zu unterstützen.

- Als Informationszentrale sammelt, bündelt und kanalisiert der FPI e.V. Wissen und Informationen für die Ernährungswirtschaft über die gesamte Prozesskette.
- Als Schaltzentrale hat der FPI e.V. Kontakte und schafft Kontakte zu und zwischen Unternehmen Experten, Forschung und Politik im In- und Ausland.
- Als Querschnittsplattform im Internet verbindet der FPI e.V. Unternehmen, Fachleute, Forscher und Märkte in einem branchenübergreifenden Informationsnetzwerk mit Firmenprofil, Expertenpool und Kooperationsbörse.

## We can offer

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Kontaktnetzwerk Firmen / Organisationen / Politik.

## We are seeking

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dito; Partner für gemeinsame Projekte (EU).

## **Company**

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Forte BV (NL)

0030

## **Contactperson / Function**

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Herr Peter Meijlink / General Manager  
Jos Jansen / Licensing/Business Development Director

## **Company Profile**

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Forte BV is a subsidiary of the Forte IQ BV group of companies situated in the Netherlands involved in the development and licensing of pharmaceutical applicationforms / technologies. Forte BV was founded in February 2000 and our term takes price in a respectable and succesfull trackrecord of current activities.

Forte BV has over 25 years of combined specialist experience available in the field of Product & Formulation Technology development for the Pharmaceutical industries, globally.

Forte BV focusses on the Development of Controlled Defense technologies, instant suspension and taste marking technologies and is capable of handling projects from formulation design to EU registration.

## **We can offer**

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Various pharmaceutical technologies / Product Development Services.

## **We are seeking**

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Collaboration - Licensing partners.

## **Company**

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Frencken Mechatronics BV (NL)

0031

## **Contactperson / Function**

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Herr Gerard Thielen / Sales

## **Company Profile**

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Frencken Mechatronics ist ein ISO9001 zertifizierter Baugruppen- und Gerätehersteller / -lieferant. Die Firma ist spezialisiert in Entwicklung, Supply Chain Management und der Produktion, Montage sowie dem Testen mechanischer und elektronischer Baugruppen und komplette Geräte/Maschinen.

Diese Produkte finden ihre Anwendung in hochwertigen und komplexen Geräten von OEM-Herstellern im Bereich von Laborgeräte, Medische Geräte, Analytischen Geräte.

## **We can offer**

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Jahrelange Erfahrung und Kenntniss in Entwicklung/Engineering, Einkauf und Montage Laborgeräte, medische Geräte usw.

## **We are seeking**

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OEM's die einen Baugruppen- und Gerätelieferant/Produzent suchen.

## Company

---

FUN-DA-MENTAL (NL)

0032

## Contactperson / Function

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Herr Dr. Peter Ramaekers / Director

## Company Profile

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- 1) Development of methods for measurement of stress and relaxation level in the human body:
  - sensor development for biomonitoring,
  - software development,
  - stress hormone level measurement in real time.
- 2) Development of methods for biofeedback and neurofeedback.
- 3) Application of biofeedback and neurofeedback.

## We can offer

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Accepted methods for biomonitoring and biofeedback.

## We are seeking

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Organisations interested in -new developments, -applications of biofeedback.

## Company

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Future Diagnostics BV (NL)

0033

## Contactperson / Function

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Herr Frans M.A. Rosmalen / President & CEO

## Company Profile

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Future Diagnostics is a young company (founded in 1997) employing a team of highly specialised chemists and technicians with experience in the field of immunochemistry. Future Diagnostics has close contacts with universities, institutes and well known industrial companies. Major markets include human diagnostics, pharmaceuticals, veterinary and dairy products, agrochemicals, food and chemical products. Future Diagnostics may be your future research partner in solving problems related to detection and analysis of virtually any organic compound. The Company focuses on the development of particular immunoassay kits and the introduction of required technologies in your laboratory, enabling you to profit from the experience acquired by the company. Future Diagnostics is leading on two mid-term, government funded Point-of-Care research projects, MARIA (Multiple Analyte Rapid Immuno Assay) and ROSA (Rapid On-Site Assay). The second business of Future Diagnostics is the Development, Manufacturing, Sales and Marketing of equipment and assays for the IntraOperative Market. The STAT-IntraOperative-System allows the surgeon to make decisions on the basis of very fast results from measurements of blood-levels during surgery. Future Diagnostics' commitment to its business is expressed in long term Research programmes to innovate and develop new test concepts and in the continuous extension of the Point-of-Care assay menu.

## We can offer

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Contract assay development.

## Company

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gepa2 GmbH (D)

0034

## Contactperson / Function

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Herr Christian F. Lindenau / Geschäftsführer

## Company Profile

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Teilspezialisierung der gepa2 GmbH, Kiel ist die Konzeption, Organisation und Durchführung von Unternehmer- und Geschäftstreffen auf ausgewählten Auslandsmärkten zur Erschließung neuer Absatz- und Vertriebsmärkte. Für Unternehmen der deutschen Umweltbranche ermitteln wir Exportstrategien, ermitteln Marktpotentiale und stellen individuelle Geschäftsreisen mit direkten Kontakten zu identifizierten Unternehmen entsprechend dem Firmen- und Zielprofil unserer deutschen Klienten zusammen. Langjährige persönliche Beziehungen zu Entscheidungsträgern aus Ministerien, inter- mediären Einrichtungen, Forschungseinrichtungen und Fachinstitutionen in den Zielländern gewähren unseren Mandanten zuverlässige Informationen, Daten und Kontakte. Langjährige Tätigkeiten der gepa2 für Bundes- und Landesministerien der Bundesrepublik Deutschland und renommierter deutscher Unternehmen der Umweltbranche sind unsere Referenz, auf die unser Mitarbeiterteam zu recht stolz sein kann.

## Company

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GIGA - Universiteit de Liege (B)

0035

## Contactperson / Function

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Frau Dr. Annick Houbrechts / Industry Interface Manager

## Company Profile

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GIGA is a close collaboration between academic and corporate communities for research in genoproteomics applied to biomedical sciences.

GIGA hosts:

- a pole of excellence in genoproteomics gathering 250 researchers of Liege University.
- technological facilities in genomics, proteomics, transgenics and bioinformatics.
- a reference centre for training in biotechnology.
- a development area in a dynamic environment for spin offs and biomedical corporates (3200m<sup>2</sup>).

## We can offer

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- Services from the technological facilities.
- Location in the development area.

## We are seeking

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Collaborations with the pole of excellence.

## Company

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Girindus AG (D)

0036

## Contactperson / Function

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Herr Günter Cuypers / Project Manager

## Company Profile

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### **Girindus - Your independent Outsourcing Partner.**

Girindus AG is an independent, partnership-oriented, globally active company located in the United States, Germany and Switzerland. Girindus was founded in 1975 and employes today approximately 130 people. Girindus offers process development, scale-up and cGMP production of APIs (Active Pharmaceutical Ingredients) and intermediates.

### **From Bench to Market.**

Girindus operates a development & pilot plant located in Cincinnati OH, U.S., for projects up to Phase II. This site also offers medchem, radio-labeling and oligonucleotide production units. Our chemicals and biotechnological scale-up & production center for clinical phases launch quantities and commercial production is located in Künsebeck, Westphalia, Germany. Both sites are fully cGMP compliant.

### **Chemistry - Multipurpose capabilities from lab scale to commercial quantities.**

Girindus' chemical facilities are focused on cGMP manufacture of APIs and key intermediates. Our broad range of chemical capabilities allows us to run complex, multi step synthesis from laboratory scale-up to commercial quantities. Our cGMP pilot plant in Cincinnati guarantess flexibility and speed and is suited for the preparation of grmas up to 10 kg of API material (up to clinical phase II). At this site we operate state-of-the-art synthesis and development laboratories, an integrated pilot facility (40 L to 200 L), two clean rooms for isolation of cGMP substances, a high-pressure hydrogenation bunker and a radiosynthesis unit. At our large scale facility in Künsebeck several production lines are available totaling over 50 reaction vessels from 100 L to 5,000 L. This site produces quantities needed for clinical phases I/II, III and commercialization. Special equipment includes among others low and high temperature reaction (-80°C to +280°C), nitration and hydrogenation units.

### **Combining Chemistry and Biotechnology.**

Girindus operates biotechnological and chemical facilities on transformation and modifications of both chemical and biological compounds (small molecules, enzymes, peptides, proteins, inclusion bodies and biomass).

Girindus' expertise in fermentations covers different microorganisms. Among others, we are specialized in high-cell density fermentation with recombinant E.coli up to 10,000 L scale.

### **Oligonucleotides.**

Girindus runs a dedicated scale-up facility for the GMP production of oligonucleotides for genetic medicines. Synthesis of anti-sense oligos, DNA and RNA of various lengths and modifications can be performed including radiolabeling. The state of the art synthesis and purification platforms are supported by ultra-filtration and freeze drying systems. Specific analytical methods like CGE and LC/MS are available for product release.

### **Quality and Compliance.**

Girindus facilities are operated under cGMP. Our attention to compliance is underlined by the fact that our last three FDA inspections have resulted in no form 483. Customers audits and visits are always welcome.

### **Regulatory Affairs.**

Girindus offers proactive regulatory guidance and the preparation of documentation (i.e. DMF or CMC section in CTD format) for clinical trials (IND, CTX) and new drug applications (NDA, MAA) for submission to FDA and EMEA.

## **Company**

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Hanny Vlaskamp Quality Management (NL)

0037

## **Contactperson / Function**

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Frau Hanny Vlaskamp / Director

## **Company Profile**

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HVQM has extensive experience in Clinical Research Programmes and provides consultancy and assistance in Quality Management and QA/QC. Main activities are development of quality systems, compliance audits, SOP development and training of staff. All services are customised to the clients' needs.

## **We can offer**

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Quality Management Services (Consultancy / Compliance Audits / Training / Quality Systems).

## **We are seeking**

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Promising Clinical Research Projects.

## Company

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HistoServe (D)

0038

## Contactperson / Function

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Herr Gerhard Lewandovski / Geschäftsführer

## Company Profile

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Histologische Dienstleistungen aller Art.

- klassische Paraplasthistologie, Einbettung, Schnitt, H&E Färbung und Begutachtung,
- Histochemie,
- Enzymnachweise (auch Spektroskopie),
- Immunhistochemie,
- Quantifikation von Enzymaktivität im Schnitt,
- Enzymkinetiken im Schnitt (V-Max-Verfahren).

## We can offer

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Histologische Dienstleistungen.

## Company

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IMenz Bioengineering BV (NL)

0039

## Contactperson / Function

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Herr Dr. Harry Laan / CEO

## Company Profile

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IMenz Bioengineering is a Biotech company that collaborates with international know-how providers in the field of industrial micro-organisms and enzymes. IMenz has expertise in the development of economic industrial bioprocesses, by selecting and engineering the most suitable biological tools, as well as finding the best process conditions.

## We can offer

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Contract research and licenses in the development and optimization of industrial production of biochemicals and biomass.

This includes:

- 1) construction of parent production strains (pharmaceutical proteins; enzymes; prokaryotes),
- 2) enzyme libraries (screening-selection-engineering),
- 3) design and optimization of fermentation processes.

## We are seeking

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Companies that produce pharmaproteins; enzymes; biomass; fine chemicals; biogas.

## **Company**

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InnoTact Consulting BV (NL)

0040

## **Contactperson / Function**

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Herr Dr. Maarten B.M. van Dongen / Partner

## **Company Profile**

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InnoTact Consulting BV (1998) hat sich spezialisiert auf Life Science Business Development, Programmentwicklung und regionale Entwicklung. Kunden in den Niederlanden, Deutschland, Frankreich, Belgien und den USA nutzen unser Fachwissen im Bereich der Biotechnologie, unsere Kenntnisse des Marktes und unsere umfassende Erfahrung. InnoTact Consulting führt Ihre Machbarkeitsstudien durch, entwickelt Ihre Strategien und Unternehmensplan oder führt Ihre Marktevaluierung durch. Dr. Maarten van Dongen (1958), Biotechnologe mit internationaler (Biotech und Pharma) Erfahrung, und drs. Agnes van Diemen (1957), Ökonometrikerin, teilen Ihre Leidenschaft zum Erfolg.

## **We can offer**

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Unterstützung und Beratung für Ihre Life Science Pläne, sowie ein neues Projektmanagementtraining. (!)

## **We are seeking**

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Ehrgeizige Unternehmen, Institute und Organisationen im Bereich der Life Sciences.

## **Company**

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IPD - Consulting (NL)

0041

## **Contactperson / Function**

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Herr Dr.ir. Dirk Groenewegen / Managing Director

## **Company Profile**

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IPD - Consulting (est. 1992) is a succesfull mediator between academia and industry.

IPD - Consulting offers professional services in the field of technology licensing & university start-up's.

IPD - Consulting is specialised in business development, IP-Management, negotiations & contracts.

## **We can offer**

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Finding the best fit for technology.

## **We are seeking**

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Assignments from BRD - BE - NL.

## Company

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Janssen Precision Engineering BV (NL)

0042

## Contactperson / Function

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Herr ir. Maurice Teuwen / System Engineer  
Herr ir. Huub Janssen / Director

## Company Profile

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Janssen Precision Engineering is an independent engineering group. We are specialised in the development and realisation of dedicated high-tech mechatronic and opto-mechanic equipment and instruments. Especially where accurate and stable performance in the sub-micron area is required. With our multidisciplinary educated team, our design skills cover the fields of system definition, mechanics, mechatronics, optics, vacuum applications and operation software. Our development find their way into semi-conductor industry (e.g. wafersteppers), the life science industry and the space industry. It is our strength to cooperate with other disciplines like physicists and biologists in a close and flexible way to develop the equipment they need. We consider our customer's problem as if it would be our own. That means that we try to put ourselves into our customer's position and try to find the best overall solution.

## We can offer

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Design and realisation of dedicated equipment. Especially for processes or experiments where no commercial solution is available yet. The form of cooperation vary from turn key project to participation in a development team to introduce the required expertise.

## We are seeking

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- Researches in the field of biotechnology who want dedicated equipment which enables them to extend limits of their research or which expands their production capacities.
- OEM companies which are dealing with sub-micron position and stability requirements.

## Company

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JFC - Jülich Fine Chemicals GmbH (D)

0043

## Contactperson / Function

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Herr Dr. Thomas Rosen / Sales and Marketing Director

## Company Profile

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JFC offers a broad range of specialty enzymes for organic synthesis. Our catalogue comprises oxidoreductases, as well as hydrolases, transferases and lyases.

These new and in some cases recombinant biocatalysts are innovative tools in the preparation of optically pure key intermediates for pharmaceutical products. They are available from laboratory up to industrial scale.

The advantages of the biocatalytic approach to chiral compounds are:

- High enantio- and diastereomeric excesses of the products (ee/de >99%)
- High productivity and space-time-yield,
- Easy and reproducible upscaling of the process,
- Lower energy consumption due to reduced application organic solvents.

Our core competence is the application of our enzymes for new biotransformations and the development of technical processes for our customers. Tell us your chiral target molecule, we are confident to find a solution to your problem!

**Speciality Enzymes for Organic Synthesis:** Alcohol Dehydrogenases, Formate Dehydrogenases, Oxynitrilases, Esterase and Lipases, Nitrilase, Amidase, Transaminases, Aldolases.

**Chiral Compounds:** Alcohol, Diols, Amines, Amides, Amino Acids, Carbonic Acids, Esters, Lactones, Nitriles.

**R&D-Service in Biocatalysis:** Substrate Screening, Process development in Biocatalysis.

## We can offer

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Biocatalysts, Chiral Intermediates, Expertise in the preparation of enantiomerically pure intermediates by biotransformation.

## We are seeking

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Cooperation with Pharmaceutical and Fine Chemicals Companies. New enzymes.

## Company

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Keygene N.V. (NL)

0044

## Contactperson / Function

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Herr Dr. Mark J.J. van Haaren / Manager Business Development

## Company Profile

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Keygene is a privately held genomics company based in Wageningen, The Netherlands. Keygene is a technology-providing service and contract research company and has become an internationally recognized leader in the field of DNA marker technology. The company has built a broad proprietary technology platform based on AFLP®, a high-throughput DNA fingerprinting (SNP) technology and cDNA AFLP®, a robust high-throughput gene transcript profiling technology.

Keygene offers total genomic solutions by exploiting these proprietary technologies, and state-of-the-art techniques for marker development, gene isolation and gene cloning. The expertise, knowledge and databases are being marketed to the Life Science Industry through:  
Integrated Genetic and Genomic Contract Research;  
AFLP® and cDNA AFLP® Services;  
Genomic Research Products;  
Bioinformatics solutions.

Keygene's AFLP® technology represents a significant breakthrough compared to other available marker detection methods in terms of precision, flexibility, speed and cost. Essentially, AFLP® enables the generation of thousands of specified DNA markers simultaneously from a genome of any complexity structure or sequence (plants, animals and micro-organisms) and without prior sequence knowledge. In addition, Keygene developed the SNPWave™ technology a multiplex SNP detection technology for high throughput diagnostic purposes.

Keygene's proprietary cDNA AFLP® technologies forms a strong addition to micro-array technology. In contrast to other gene expression profiling technologies the cDNA AFLP® technology does not require prior knowledge on gene sequence, is quantitative and can be targeted towards genes with a low expression level.

AFLP is a registered trademark and SNPWave is a trademark of Keygene N.V. The AFLP®, SNPWave™ and micro-array technologies are covered by patents and patent applications of Keygene N.V.

## We can offer

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Contract research and services for a wide range of applications, like applied genetics, strain identification and optimization, quality control, gene expression analyses etc.

## We are seeking

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New customers for our products and services. Research partners.

## **Company**

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KeyTec (NL)

0045

## **Contactperson / Function**

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Herr Dr.Ir. Roland Sniekers, MBA / Business Development Manager

## **Company Profile**

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KeyTec is an ambitious supplier of electromechanical assemblies based on metal forming and plastic (IO) moulding. Worldwide 5 manufacturing locations, 800 people, 80 million € turnover. Divested from Philips, our background is in the manufacture of large series for consumer electronics and automotive electronics, besides our professional products were we have manufacturing capabilities in the small series area as a forming, moulding and assembly specialist.

KeyTec is moving upwards in the value chain. More and more we act as a system integrator, capable of covering the entire life cycle from design and development towards mass manufacturing. At present we have partners present for engineering and development, but also in plating, ceramics, electronics in manufacturing and for extensive logistics in the supply chain.

In the life sciences area, KeyTec productises technology. KeyTec is capable of converting your technology into tangible products, ready for shipment.

## **We can offer**

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Cooperation in order to productise your technology.

## Company

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KMWE Precisie BV (NL)

0046

## Contactperson / Function

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Herr ing. G. van Bergen / Sales Manager

## Company Profile

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KMWE Precisie ist ein Systemlieferant und ein Problemlöser in jedem Schritt der Produktentwicklung und Produktion von zerspannten Präzisionsteilen bis hinzu komplexen elektromechanischen Modulen und Maschinen. Mit einem scharfen Auge für neue Marktentwicklungen und ein fast 50-jährige Erfahrung, bietet KMWE Precisie eine einzigartige Kombination von Fertigungs- und funktionellem Know-how, welches ständig verbessert wird durch unsere motivierten Fachleute.

Praktische Erfahrungen werden für Einzelteile bereits frühzeitig gesammelt, z.B. durch Musterbau sowie eine breite Auswahl an Fertigungsverfahren und Oberflächenbehandlungen. Für Module wird das funktionelle Know-how unterstützt durch die eigene Entwicklung von Testverfahren und Testvorrichtungen.

KMWE Precisie hat mit seinen 260 Mitarbeitern die richtige Motivation, um die Kundenwünsche zu realisieren und den langen Weg zwischen Idee und Produkt zu verkürzen.

### Hauptaktivitäten:

- Engineering (15 Mitarbeiter),
- Musterbau (35 Mitarbeiter),
- Zerspannung (150), Montage, Logistik, Projekt Management, Material Management, Value Management, Networking (60).

### Kernkompetenzen:

- Präzisionszerspannung,
- Mechatronik,
- Testen,
- Demand Chain Management,
- Prozess-Kontrollen,
- Projekt Management,
- Value Management.

### Industrie-Bereiche:

- Luftfahrt,
- Raumfahrt,
- Medizintechnik,
- Analytik,
- Office equipment/printers,
- Halbleiter,
- Optische Industrie,
- Vakuum Industrie.

## We can offer

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Produkte und Technologie in mechanischen und mechatronischen Bereich.

## We are seeking

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Partner in Entwicklung, Entwicklungsprojekte, Kunden.

## Company

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Kropman BV (NL)

0047

## Contactperson / Function

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Herr ir. G.J.J. Steenman / Account Manager

## Company Profile

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Kropman Industrial Systems is a renowned partner in (detail-) design and construction of complete installations in the process industry, complying to international regulations and guidelines such as GMP, FDA, and EHEDG, in our separate branch, Kropman BV Industrial Systems, we have concentrated our expertise for the pharmaceutical, biotechnology, (dairy) food and semiconductor industries. Industrial systems is specialised in utilities, process systems and skids consisting of non-ferro, plastics and stainless steel piping, utilising state of the art technologies. Highly qualified personnel in engineering as well as construction are mobilised to service regional Kropman branches and individual projects in the Netherlands and beyond.

## **Company**

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Life-Sciences NV (NL)

0048

## **Contactperson / Function**

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Herr Prof. Albert Ramon / Scientific consultant  
Herr Marc Waeterschoot / CEO

## **Company Profile**

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Company is part of a holding active in biomedical services and technology. Specific fields of interest: Stem cell processing and preservation, DNA-Array techniques, genomics.

## **We can offer**

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Stemcell preservation, array technology.

## **We are seeking**

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DNA-array markers.

## Company

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Limburg Ventures BV (NL)

0049

## Contactperson / Function

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Herr drs. Casper Bruens / Investment Manager  
Herr Maurice Wijts, MBA / Investment Manager

## Company Profile

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Limburg Ventures is a specialist venture capital fund that invests in promising start-up companies in life science and closely related fields of advanced chemicals and materials. The Fund focuses on companies that are willing to relocate to the Dutch province of Limburg, and preferably to the Research Campus at Chemelot, north of Maastricht. The life sciences or advanced speciality chemicals and materials companies we invest in are still in the start-up phase, although they have generally passed the incubation or 'seed' phase and are close to achieving 'proof of principle' status. They are normally ready to upscale and commercialize proprietary technology. In certain cases, we also invest in companies supplying or servicing such companies. Our focus is inspired by the existing strengths of the region in terms of expertise and existing business. Areas in the field of life sciences which are especially well covered in the region include cardiovascular and oncology research, nutrition and health, biomaterials and biomedical devices and biopharmaceuticals. In the field of advanced materials, the region is particularly strong in functional polymers, coatings and films, formulations and processing activities.

Setting up in Limburg can be a very attractive option not only for start-ups but also for more established companies. We therefore welcome inquiries from dynamic companies who are considering relocation as way of improving their chances of technical and commercial success, and expanding companies who are thinking of setting up a new site, head office or research lab.

## We can offer

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Venture capital, support, acces to networks.

## We are seeking

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Investment opportunities in life science and advanced materials.

## **Company**

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LIOF (NL)

0050

## **Contactperson / Function**

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Herr Dr. Jan Thio / Business Development Life Sciences

## **Company Profile**

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- Venture capital,
- Bioincubator,
- Business Development Biotech Companies,
- Project Development.

## **We can offer**

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Business in Limburg

## **We are seeking**

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Life Science / Biotech Companies.

## **Company**

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Maastricht Instruments BV (NL)

0051

## **Contactperson / Function**

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Herr ir. Bas Lemmens / Business Developer

## **Company Profile**

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Design, engineering and prototyping of innovative instruments, devices and applications within LifeSciences and medical technology. Maastricht Instruments has capabilities in mechanical design, software & computer technology, and electronics & embedded systems. MI is equipped with state-of-art machine workshop (CNC milling, CNC turning) and an electronics workshop. MI is located within the premises of the faculty of Medicine of Maastricht University and the academic hospital Maastricht, enabling easy access to laboratory facilities, researchers, doctors and a clinical environment.

## **We can offer**

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Engineering & Prototyping capabilities, spin-off products from research.

## **We are seeking**

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Market companies interested in cooperation.

## Company

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MagnaMedics GmbH (D)

0052

## Contactperson / Function

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Herr Dr. D. Müller-Schulte / Technischer Leiter/Geschäftsführer  
Herr Mario Wuttke / Kaufmännische Leitung/Geschäftsführung

## Company Profile

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Das Unternehmen MagnaMedics GmbH entwickelt, produziert und vertreibt thermosensitive Polymerträger sowie Mikro- und Nanopartikel für die Therapie, Analytik und Diagnostik. Ergänzend hierzu werden Dienstleistungen wie Beratung, Technologie-Transfer, Forschung und Entwicklung, Produktionstechnik sowie die Lizenzvergabe eigener Patente und Verfahren angeboten.

Besondere Schwerpunkte:

- Contactless controllable thermosensitive polymer carriers,
- Magnetic micro- and nano polymer carriers,
- Inductively heatable (Curie-temperature) magnetic colloids,
- AIDS therapy using a new vaccination combination,
- AIDS therapy using heatable magnetic nano particles.

## We can offer

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Know-How im Bereich Nanotechnologie, profitable Investitionsmöglichkeit.

## We are seeking

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Kooperations- und Handelspartner.

## **Company**

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MicroSafe BV (NL)

0053

## **Contactperson / Function**

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Herr Bram van der Gaag / Manager Business Development

## **Company Profile**

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MicroSafe is a world-wide operating contract research organisation offering a full range of testing and consultancy services for the development and production of (bio) pharmaceuticals. MicroSafe's focus and expertise are within the area of microbiology including in vitro vitrology testing. Our work is accomplished under GMP and GLP certifications as quality standards.

## **We can offer**

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Our vision is to be the partner of choice for outsourcing quality control testing, method development and research projects in the area of pharmaceutical microbiology. Our customers are (inter)national (bio)pharmaceutical companies from start-up's to multinationals engaged in the manufacture and development of (non)sterile products, vaccins and biotechnological products (monoclonals / gene therapy).

## Company

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Miltenyi Bioprocess (D)

0054

## Contactperson / Function

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Herr Dr. Reinhard Kuske / Contract Manufacturing Manager

## Company Profile

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Miltenyi Bioprocess is the contract manufacturing division of Miltenyi Biotec GmbH. Founded in 1989, Miltenyi Biotec today has over 700 employees and is world market leader in magnetic cell separation products for research and therapeutic use. Miltenyi Biotec has manufactured products under GMP guidelines since the mid-nineties.

Customer satisfaction and product quality are primary goals. The scope of service includes the whole process development, qualification, validation and GMP production for recombinant proteins derived from eukaryotic or prokaryotic cells for human therapeutic use. This service will be completed by the development and GMP production capacities for affinity chromatography resins, protein conjugates to super paramagnetic beads and media production. The company is running a complete independent infrastructure which covers quality control, quality assurance and regulatory affairs.

## Company

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Msource (B)

0055

## Contactperson / Function

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Herr Piet Smet / Manager Business Development

## Company Profile

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Msource is a full service contract research organization (CRO) founded in 1994 and currently employing over 160 employees.

Msource has built upon the 4 cornerstones in clinical research:

- Clinical trial management,
- Clinical data services,
- Clinical contract hire,
- Quality assurance consulting.

All Msource services are certified with ISO9001:2000.

## We can offer

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Clinical trial services.

## Company

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MUbio Products BV (NL)

0056

## Contactperson / Function

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Herr Dr. R. Vleugels / Herr Dr. Stefan van den Eijnde / Managing Director

## Company Profile

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MUbio Products BV (MUbio) is a Dutch biotech company with focus on the development of novel diagnostics and therapeutic reagents for cancer patients.

More specifically, we focus on new treatment modalities for lung cancer patients and cancer patients suffering from cytomegalovirus (CMV) infections, in particular for those cases where the existing therapies have only a very limited success.

Applying new proprietary vaccine target molecules and vaccine design technologies will open new avenues for effective and safe treatment of these patients.

Our intellectual property and know how basis allows MUbio to clearly distinguish itself from competitive approaches. In the field of CMV our triple-antigen approach provides clear advantages for a unique vaccine development programme, while our technologies to discover (lung) cancer targets allow the production of cancer vaccines with a specificity that cannot be achieved by currently applied procedures.

Our current IPR position is based on a number of patents and exclusive licenses covering:

1. a CMV triple-antigen for vaccination purposes and diagnostica applications,
2. a platform technology to identify and validate cancer targets,
3. a novel vaccine formulation and design technologies, amongst which DNA vaccination.

## We can offer

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1. Cancer associated monoclonal antibodies for OEM purposes and for the end-user.
2. Development of monoclonal antibodies that Contract research and consultancy in the field of proteomics, in particular the molecular analysis of cancer tissues, and testing of biologicals and biochemicals for their potential effect on cell death and proliferation.
3. Vaccination Technology + technologie van GRAT.

## We are seeking

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1. Vaccine companies that are interested in novel vaccine design technologies.
2. Contract research partners for our cancer related bioassays and in the field of dynamic cell death and cell cycle analysis.
3. Distributor for our antibodies. (development and production of difficult proteins/monoclonal).

## Company

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NewLab BioQuality AG (D)

0057

## Contactperson / Function

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Herr Dr. Klaus Kellings / Business Development

## Company Profile

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NewLab BioQuality AG is a leading German contract service organization providing innovative and tailor-made solutions for the quality control of biopharmaceuticals.

Our testing services apply to all major types of biopharmaceuticals - recombinant proteins, monoclonal antibodies, vaccines, blood-derived products, and vectors for gene therapy. NewLab BioQuality AG operates in full compliance with the GMP/GLP standards. All of the studies are conducted in accordance with the latest recommendations from regulatory authorities. With a background of years of co-operation with renowned pharmaceutical companies NewLab BioQuality AG can draw on a wealth of day to day practical experience. Our Services:

- cell bank testing; characterization of Master and Working Cell Bank and Post-Production-Cells (MCB, WCP, PPC),
- analysis and clearance validation of contaminants and impurities such as residual-DNA, proteins (e.g. HCP), endotoxins,
- process validation studies for viruses and prions,
- characterization of the final product of release testing,
- bioassays; method development and validation,
- stability studies.

At NewLab BioQuality AG you receive high expertise, effective project management, and quality-controlled documentation according to international standards.

## **Company**

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NOVAXON (NL)

0058

## **Contactperson / Function**

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Herr B.J.B. Marchal / Director

## **Company Profile**

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Novaxon provides software and the corresponding services for the data management of clinical studies (phase I to IV). Our system supports both paper based process as well as the electronic data capture (EDC) process.

## **We can offer**

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Software for clinical trial.

## **We are seeking**

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Companies performing clinical trial.

## **Company**

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npk industrial design (NL)

0059

## **Contactperson / Function**

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Herr ir. Jos Oberdorf / Partner

## **Company Profile**

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npk industrial design is a leading design consultancy with branches in Leiden and Hamburg. Its success is achieved by the strong teamwork of its staff combining sixty talented individuals. npk creates product concepts characterized by vision and precision, which are developed and produced in close co-operation with the client. These products may be designed for the professional, for the consumer market or for application in public spaces. They are innovative concepts which allow npk's clients to stand out from their competitors.

npk received over one hundred international design awards and honourable mentions, a fact which also testifies to npk's commitment to maintaining its high quality.

## **We can offer**

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Possibilities for co-operation.

## **Company**

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Nutreco Holding NV (NL)

0060

## **Contactperson / Function**

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Herr Dr. Gerard Albers / Manager Breeding Research

## **Company Profile**

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Nutreco Holding NV is an international company producing high-quality food for humans and animals. The company is active in various links of the food production chain for fish, poultry and pork. These activities are sub-divided into Nutreco Aquaculture and Nutreco Agriculture. Eight business units operate within various business groups, with over 120 production and processing facilities in 22 countries and approximately 13,000 employees worldwide.

Main activities are in compound feed production, speciality feed and premix production, meat processing and animal breeding. All for main animal species and fish. Extensive research programs support these business.

## **We can offer**

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Co-operation for research projects

## **We are seeking**

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Co-operation for research projects

## **Company**

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PARA BioScience GmbH (D)

0061

## **Contactperson / Function**

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Herr Dr.-Ing. Frithjof Wollbold / Chief Technical Officer/Chief of Quality Assurance

## **Company Profile**

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PARA BioScience is Germany's first CRO strictly dedicated to the immune system. We support and conduct preclinical studies esp. on immunological issues for our customers. Validated tests are provided e.g. on immunotoxicity, immunogenicity and efficacy. Most of the testings will be performed in compliance with the recent guidelines of EMEA, EPA, OECD or FDA and in strong reference to GLP. Immunotoxicity testings are available from the most detailed EPA guidelines OPPTS 880.3550 and OPTS 880.3800. This approach is in full compliance with immunotoxicity testing guidelines issued by EMEA, OECD or FDA. For immunogenicity testing PARA offers a variety of immunological in-life/ex vivo tests to assess the immunogenicity of drugs, excipients, or drug carriers in rodents. For the preclinical assessment of immune efficacy PARA BioScience provides many human and rodent based in vitro and in vivo models. PARA BioScience currently develops an innovative immunological test system to substantially improve the drug treatment and other therapeutical applications to humans.

## **We can offer**

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Preclinical testings on immune parameters for research and drug regulatory affairs.

## **We are seeking**

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A partner for the commercialization and distribution of a new diagnostic tool.

## **Company**

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Pepscan Systems (NL)

0062

## **Contactperson / Function**

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Herr Dr. Peter van Dijken / Director Business Development

## **Company Profile**

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Pepscan is the leader in innovative peptide-based products and services, internally focussing on development of proprietary immunotherapeutics. We have proprietary technologies for the design, manufacture and use large combinatorial arrays of peptides, peptide constructs, peptidomimetics and peptide derivatives. We have strong record of accomplishment and are active in the fields of -Peptides for T-cell epitope mapping, -, mapping of linear, conformational and discontinuous antibody epitopes, -Substrate profiling of proteases, kinases and phosphatases, - Identification of leads for therapeutics and synthetic vaccines.

## **We can offer**

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Pepscan Services offers its proprietary products and services on the basis of fee-for-service and in risk-sharing collaborations. Pepscan Therapeutics applies these technologies in a strong internal pipeline of novel immunotherapeutics in oncology.

## **We are seeking**

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Companies that want to collaborate.

## Company

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Phytowelt GmbH (D)

0063

## Contactperson / Function

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Herr Dipl.-Ing. Olaf Stuhldreier

## Company Profile

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Phytowelt GmbH provides innovative services for the international Ag-Biotech Community. Founded in June 1998, it is headquartered in the Rhine area close to Cologne and Düsseldorf, Phytowelt is offering its services worldwide with main activities in Europe, North America and Japan. Our main services are: -Coordination of R&D projects, -Custom-made technology and market studies, -Technical Consultancy, Commercialization of products and services in joint marketing organizations, -Representative for our customers from abroad on the German and European market, -The realization of the congress ABIC 2004 in Cologne will be the visible manifestation of our philosophy, bringing together representatives of science, industry and politics to exchange knowledge, expertise and to start collaborations (cf. [www.abic2004.org](http://www.abic2004.org)). Our corporate philosophy is to promote life sciences. Facilitating communication and negotiation, Phytowelt serves as a stage for the interaction between representatives from breeding, phytosanitary, food and pharmaceutical industries and research organizations. Field trials in Germany and overseas are offered from compilation of approval documents to harvest of the plants. Managing the contact with authorities for our clients, BioMonitoring and BioSafety services are our specialty. In our joint marketing organization with GreenTec we offer laboratory services such as contract research and analytical services (e.g. ISTR as marker assisted breeding technology), especially in plant breeding and food quality control. Dr. Peter Welters, the founder and CEO of Phytowelt GmbH, is an expert in plant molecular biology, cell biology and expression of recombinant proteins in plants and microorganisms. The scientific know-how linked with our profound expertise in organizing and co-ordination is the basis for our success. For further information please check our websites "[www.phytowelt.de](http://www.phytowelt.de)" and "[www.greentech-gmbh.com](http://www.greentech-gmbh.com)".

## **Company**

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Primagen Holding BV (NL)

0064

## **Contactperson / Function**

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Herr John T. Dekker / Director of Operations

## **Company Profile**

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Primagen develops molecular tests that have a high individualized predictive value and improve the quality of life for patients suffering from chronic diseases like AIDS or cancer. We have a strong IP portfolio and a pipeline with leads for new products in the field of HIV1 and oncology and virus discovery. Our company has a strong product development manufacturing and marketing department that ensures rapid transaction from bench to market.

Matchmaking Biotechnology  
as part of the conference "Cells at Work II"  
May 12<sup>th</sup> & 13<sup>th</sup> 2004, MECC Maastricht

## **Company**

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Progress - Nutrition & Health Consultancy (NL)

0065

## **Contactperson / Function**

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Herr Frans Bergmans, M.Sc. MBA / Managing Director

## **Company Profile**

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Progress supports European companies in the Health Ingredients and Functional Foods sector in the domain of Business Development and New Product Development, and explores new Product Market Combinations.

## **We can offer**

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Business opportunities in Functional Foods and Nutraceuticals.

## **We are seeking**

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Progress is seeking customers and new leads interested in our expertise.

## **Company**

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Sentron Europe BV (NL)

0066

## **Contactperson / Function**

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Herr Ir. Bart Verburg / Managing Director

## **Company Profile**

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Development, production and sales of sensors and modules for a.o. medical applications (pressure- and pH isfet sensors), such as neuro, gastero / enterology, cardiology, urology. Moreover, Sentron develops, produces and sells Sentron pH meters and glassfree probes (ISFET). Sentron is specialised in extremely fine, mechanical assembly work under cleanroom conditions.

## **We can offer**

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Development capacity for pH and pressure sensors, reliable products, qualified personnel, fine mechanical cleanroom manufacturing.

## **We are seeking**

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Buyers of semi-manufactured products and sensors.

## Company

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steinbeis - Transferzentrum Risikomanagement (D)

0067

## Contactperson / Function

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Herr Dr. Peter Meier / Center Manager

## Company Profile

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- 1) Consulting for Life Sciences companies with respect to risk and quality (business, technology, products, services).
- 2) Consulting for new products (food, feed, cosmetics) with bioactive ingredients from natural resources (prim. + sec. Plant substances of various kinds) -sourcing separation, purification, formulation, production -

## We can offer

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Consulting risk + quality / consulting new products.

## **Company**

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Syntarga B.V. (NL)

0068

## **Contactperson / Function**

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Herr Dr. Vincent de Groot / CEO

## **Company Profile**

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Syntarga is (bio)pharmaceutical company that improves targeting of drugs to diseased areas by using newly developed proprietary linker technologies. The technologies render drug release from targeted (antibody-drug) conjugates efficient and specific, thereby improving their therapeutic efficacy and diminishing their side effects. Syntarga's initial focus is in the field of oncology.

We aim to identify corporate partners with compounds having specific binding properties (e.g. antibodies, antibody fragments, proteins, peptides, peptide vectors, receptor-binding moieties, etc.) for combination with Syntarga proprietary targeting technology.

In addition, we wish to identify companies possessing proprietary (oncology) drug or drug candidate molecules with unacceptable side-effects.

## **We can offer**

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Syntarga offers drug targeting technology for site-selective and efficient drug release from prodrugs and bioconjugates. Perform synthesis of prodrugs and bioconjugates on contract research basis.

## **We are seeking**

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Partners for licensing proprietary space technology; Partners for performing (pre-)clinical studies with anticancer prodrugs.

## Company

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Syntiro Pharma Support Int'l BV (NL)

0069

## Contactperson / Function

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Herr René Lardenoije / Managing Director, GMP consultant

## Company Profile

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Syntiro pharma support international BV is your partner during product and process development and facility design and construction. With extensive expertise in the fields of process development and quality management we can help you to get your new process on line or even your product into the clinic.

Syntiro PSI works client oriented. We try to take part in your development or engineering process, identifying your needs and offering the support you need taken your budget into consideration.

Syntiro PSI works closely together with partner companies. Sharing know-how, resources and facilities, Syntiro PSI can, together with her partners, offer you all-in solutions: from drawing board to final product manufacturing.

Syntiro PSI is founded by René Lardenoije, who has extensive experience in the fields of what is required to get a product into the clinic or to pass a regulatory inspection. With that knowledge he wanted to set up a company that knows all about your product. Focussed to translate the product science into process and facility technology. Understanding the product will result in better installations and facilities.

Syntiro PSI want to be complete. Not only showing how it should be done but also helping you doing it. Being part of your development team.

## We can offer

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GMP consultancy and services to the pharmaceutical and Biotech industry including R&D. We can deal with projects in the following areas:

- Product and process design,
- Facility design and construction,
- Basis Engineering,
- GMP/Regulatory compliance,
- Validation,
- Manufacturing of Clinical Trial Material of Biotech products.

## We are seeking

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- Clients in the pharmaceutical industry having ongoing or upcoming construction/installation projects.
- R&D companies having products in development which are about to enter the clinic and, therefore require GMP manufacturing (internally or externally).
- Companies having a pharmaceutical manufacturing facility and are looking for GMP services like Validation, metrology and project management.

## Company

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Technisch Industrie W.J. van der Sar BV (NL)

0070

## Contactperson / Function

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Herr ing. D. van Doorne / General Manager

## Company Profile

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Our company has a thorough knowledge of the process of developing and manufacturing thermoplastic products in accordance with specifications of our customers.

A technique company, but market- and customer oriented. Characteristics are:

- **Experienced:** Our company is celebrating its fortieth anniversary this year and during this period we have built up a good deal of experience and knowledge of this line of business.
- **All-round:** The lines of business we deliver, are diverse, including sanitary ware, automotive industry, industrial electronics, vending machines, pharmacy and disposable. Besides we increasingly develop activities in those fields where quality and expertise are highly important.
- **Quality conscious:** "Quality is our way of life" and many years ago we achieved the NEN-EN-ISO 9001-2000 certificate. For the interest of our customers we make high demands on our skills. The strength of our company is the combination of technical equipment, organizational possibilities, our reliability and a good quality consciousness.
- **Flexible:** The flexibility of our organization is an important quality to our customers. A simple organization, short routes and a sensitive attitude, contribute to be able to decisively manufacture at low cost.

### Product development and advice.

Thinking along with the product development is one of our specialisms. We keep up to the developments in the field of plastics and in that way we can excellently lend a helping hand with the production of your own product. Of course the fact that we manufacture ourselves, is of importance to our expertise in this field.

### Moulds.

Moulds are designed and constructed by ourselves. Our experience in production is also used here and only in that way optimal moulds can be manufactured. We are not afraid to give a long-term guarantee on our moulds, because we understand our trade.

### Injection moulding.

Our technical equipment is remarkable wide: 19 injection moulding machines, from 25 to 800 tons. We have much experience in handling both simple and very high-grade thermoplastics and we also have much experience in so called technical plastics.

### Extrusion.

We have 3 extruders, with which we manufacture profiles and packaging cylinders of various materials. A lot of these products are made of clear and impact-proof PETG.

### Assembly.

In this department we perform several additional activities, like assembling of apparatus, gluing, ultrasonic welding, mounting inserts, and so on. In the field of logistic all this is very profitable for our customers.

## We can offer

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Expertise in developing and manufacturing thermoplastic products.

## We are seeking

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New business in fields where quality and expertise are highly important.

## **Company**

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Technomed Europe (NL)

0071

## **Contactperson / Function**

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Herr John Paes / President and owner  
Herr Jean Theuns / Managing Director  
Herr Rene Roncken / QA&RA

## **Company Profile**

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Technomed Europe is one of the leading developers, manufacturers and suppliers of:

- neurodiagnostic accessories for EMG, EEG, EP and IOM,
- medical interconnect systems for ECG and pulse oximetry.

Technomed Europe is also international distributor for YSI temperature probes.

## **We can offer**

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Your partner for custom-made medical accessory solutions.

## **We are seeking**

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Business partners.

## Company

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Techtactic sprl (B)

0072

## Contactperson / Function

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Herr Jean Gevaert / CEO

## Company Profile

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The company is actually active in the nutraceutical products distribution field. These nutriments have strong healing properties and are sold to therapist, doctors and diet shops. The company is pursuing a project in elaborating an "anti-aging" product which preserve and boost the immune system with strong anti-inflammatory properties. This is done in conjunction with some universities' department.

## Company

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TiGenix NV (B)

0073

## Contactperson / Function

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Herr Luc Dochez / Business Development Manager

## Company Profile

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TiGenix was created in February 2000 as a spin-off company of the University of Leuven and Ghent (Belgium). The Company operates at the cutting edge of regenerative medicine and focuses on the development of novel treatments for musculoskeletal tissues. Its core mission is to provide a comprehensive solution for damaged and osteoarthritic joints. The company closed a 12 million € private placement at the end of 2003 and today employs 25 people.

TiGenix is generating innovative products and therapies that regulate pathways used by the body to maintain and restore the integrity of musculoskeletal tissues. Through its expertise in cell and developmental biology, the Company focuses on key signaling pathways that govern the recruitment, proliferation and differentiation of musculoskeletal cells. These same pathways contribute to the maintenance of the proper function of these cells, and play major roles in the repair and regeneration of skeletal tissues and joints from infancy through old age. By applying its expertise in developmental biology and functional genomics, TiGenix is well positioned to elucidate the mechanisms of repair, regeneration and healing of damaged musculoskeletal tissues. The combination of its know-how in (stem) cell technology, developmental engineering, biomaterials and biosurgery provide a unique platform for the successful development of comprehensive solutions for damaged and osteoarthritic joints, from the evaluation of genetic predisposition, over tissue repair and regeneration, to biological targeted therapeutics. TiGenix' adult stem cell and progenitor cell technology is a key building block in providing this comprehensive solution for joint repair. It also provides the company with a strong platform to enter other areas of regenerative medicine such as skeletal and heart muscle repair.

In all these areas TiGenix focuses on developing well-characterized, quality-controlled medical products with a predictable biological behaviour in vivo and a proven efficacy. ChondroSelect®, the company's initial product, is an improved autologous chondrocytes implantation (ACI) procedure that applies the Company's proprietary molecular marker technology to improve the selection, characterisation and expansion of cartilage-forming cell populations. This lead product is currently being evaluated in a randomized prospective clinical trial.

## Company

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Univald Management & Development BV (NL)

0074

## Contactperson / Function

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Frau Dr.ir. RM Buitelaar, MBA / Directeur

Herr Dr.ir. Laurens van Pinxteren / Directeur

## Company Profile

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Univald is one of the leading organizations for high level consultancy, project management and project execution in the life sciences, pharmaceutical and healthcare field. Our multidisciplinary organization and high quality standard should and will enable us to continuously commit to the needs of our clients. Univald is the synergy of closely related companies under the management umbrella of Univald Holding BV and as such uniting many disciplines all focused on maturing the client's project, product, process or organization. Subjects such as conceptual design, procurement, pharmaceutical engineering, metrology, maintenance, validation, process development, manufacturing, (bio) analytical support, cGMP, quality assurance, regulatory affairs, interim management, project management but also project development are our areas of expertise. Univald employs more than 100 professionals who have their base in The Netherlands (Leiden, Groningen, Nijmegen) and Scandinavia (Stockholm).

## **Company**

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WESTFLEISCH eG (D)

0075

## **Contactperson / Function**

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Herr Dipl.-Ing. Gustav Kronsbein / Prokurist

## **Company Profile**

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Schlachten + Zerlegen.

## **We can offer**

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Rohstoffe tier. Ursprungs.

## **We are seeking**

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Verfahren zur Optimierung.

## **Company**

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MCTEC BV (NL)

0076

## **Contactperson / Function**

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Herr drs. Hans Hanssen / Managing Director

## **Company Profile**

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MCTEC (medical coating technologie) is specialised in development and production of coated components for medical devices. Also coating technologie can be lincensed.  
Typical products and technology we offer are pre-coated coiling wire for guidewires (PTFE), hydrophilic coatings for vascular and urlogy applications.

MCTEC has a strong focus on comakership and innovation. Development programs special on drug delivery with coatings.

## **We can offer**

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Coating technology.

## **We are seeking**

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Partners for drug delivery with coating.

## Company

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TNO – Netherlands Organisation for Applied Scientific Research (NL)

0077

## Contactperson / Function

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Herr drs. W.J. van der Kamp / Program Director Biotechnology

Herr dr. R.F. Witkamp / Director TNO Pharma

Herr dr. L. Jetten / Manager TNO Chemistry

## Company Profile

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### **Life Sciences R&D for Pharma, Food and Chemistry.**

The Netherlands Organisation for Applied Scientific Research (TNO) is an independent Contract Research Organisation with a staff of about 5000 and an annual turnover in excess of 500 Million Euros. Biotechnology is fully integrated in TNO's life sciences activities focusing on the food, the pharmaceutical and the chemical industry, with a staff of over 1100. With its close links with industry – from SME's to multinational enterprises - and academia, TNO is at the forefront of innovation. The key expertise fields are described below.

### **TNO Nutrition and Food Research**

The institute has a wide research portfolio in the fields of product innovation, food safety and food and health. Our biotechnology related activities, including microbial genetics and physiology and food ingredients R&D, are supported by major genomics expertise with unique bioinformatics tools. We have a track record in application of lactic acid and propionic acid bacteria. Our physiology know-how is applied in areas such as gastro-intestinal health, food spoilage and fermentation processes.

### **TNO Pharma**

Our mission is to assist pharmaceutical and biotech companies in drug discovery and development. In addition to a complete GLP compliant portfolio in drug safety, bio-analysis and DMPK our unique disease models are supported by expert teams of international scientific reputation. TNO Pharma offers top-level expertise in the following disease areas: cardiovascular, metabolic, bone / joint and inflammation. Our focus in drug development ranges from pre-clinical R&D to clinical phase IIA in specialised areas.

### **TNO Chemistry**

Integration of a biotechnological approach with current production technologies will open new (and sustainable) channels for the production of chemical substances. Our expertise in biotechnology is concentrated on biosynthesis and process innovation: integration of bioconversion processes with separation technologies. We can also support you in the fields of safety and registration.

## We can offer

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Contract research, Consultancy, Participation in strategic research programs.

## We are seeking

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Clients and Partners.

## **Company**

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IMRO TRAMARKO International (NL)

0078

## **Contactperson / Function**

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Herr mr. Peter Monster / President

## **Company Profile**

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Contract Research Organisation.

IMRO TRAMARKO is a full service CRO. We offer services for clinical trials in Europe.

Setting-up clinical trials, contracts with authorities and Ecs and investigators.

Monitoring, Data Management and Biostatistic, GCP-Training, Information on EU-directive.

## **We can offer**

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Clinical Research Services.

## **We are seeking**

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Clinical Research Projects.

## **Company**

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DSM Venturing BV (NL)

0079

## **Contactperson / Function**

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Herr drs. Marcel Kloosterman / Investment Manager

Herr drs. Casper Bruens / Investment Manager

## **Company Profile**

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DSM Venturing invests in Venture Capital Funds (VCF's) and in promising start-up companies. To combine experience and to realize mutual benefits are the most important goals of DSM Venturing, establishing and executing strategic relationships with VCF's and start-ups. We support substantial growth of companies by offering access to our knowledge, resources and networks. Investment fields are life science food & feed, life science pharmaceuticals and performance materials. DSM Venturing will participate as a value added partner who invests in start-ups and venture capital funds. It is planned to invest 80% directly in start-ups and 20% in funds. Investment range: € 250,000 to € 5 million for a share of between 5% and 20% share in companies (in funds our share can be less than 5%).

## **We can offer**

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Venture capital for companies in life sciences and advanced materials, support, access to networks.

## **We are seeking**

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Investment opportunities in life sciences and advanced materials.

## **Company**

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Netzwerk Seltener Krankheiten / EURADEAG European Rare Disorders Agency (D) 0080

## **Contactperson / Function**

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Herr Claus Schroeter / Leader  
Frau Annegret Denker / Fortbildungsbeauftragte

## **Company Profile**

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Betreuung von Patienten mit seltenen Krankheiten; Lenkung zu bestehenden und Aufbau weiterer Spezialambulanzen an Uni- und Fachkliniken in Deutschland. Entwicklung von Multizenterstudien als Grundlage für Differentialdiagnostik, Betreuung, klinische Forschung, Grundlagenforschung und pharmakologische Neuprodukte sowie technische Neuerungen bei seltenen Krankheiten. Information an Neuanfragen (Patienten und ärztliche Betreuer vor Ort). Fortbildungskalender für seltene Krankheiten. Bis heute 10.380 Patientenkontaktean 115 verschiedenen seltenen Krankheiten. 8 jeder Anfragen aus AU, CN, NL, FR und Osteuropa.

## **We can offer**

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Datenbasis für seltene Krankheiten, Übersicht über Spezialambulanzen, Multizenterstudien, Veranstaltungskalender zu seltenen Krankheiten.

## **We are seeking**

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Pharmafirmen und Newcomer mit Interesse an Orphan Drug.

## **Company**

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Fritz Niehsen Food & Nutrition BDU (D)

0081

## **Contactperson / Function**

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Herr Fritz Niehsen / Inhaber & Geschäftsführer

## **Company Profile**

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Beratung und Dienstleistung für die Ernährungswirtschaft in den Bereichen Management, Prozess-Optimierung, Software-Auswahl, Marketing.

## **Company**

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Syntens (NL)

0082

## **Contactperson / Function**

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Herr Ing. N. Bakels / Consultant  
Herr ir. J.A. de Jong / Consultant

## **Company Profile**

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Many entrepreneurs of SME's are constantly planning to innovate and improve their company, in order to increase their returns. When knowledge or resources within the SME's are lacking to realise those plans, Syntens, business innovation network, helps SME's to find the right partners.

Syntens provides the launching platform for innovation, supporting SME's to improve and strengthen their competitiveness.

As an independant network organisation with 450 staff and 15 regional office's in The Netherlands, Syntens initiates numerous company-specific and region-specific activities. Syntens creates conditions for succesful cooperation with research organisations, educational institutions, SME's, industrial associations and partners in the public and private sector.

## **We can offer**

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Innovation support and network contacts with SME's.

## **We are seeking**

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Organisations, institutions and companies interested in cooperation.

## Company

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Unitron Electronics Group (NL)

0083

## Contactperson / Function

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Herr Harrie Westerik / Plantmanager Unitron Innotech

## Company Profile

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Unitron Electronics Group is a unique company offering a wide range of products and services to the Industrial Electronics market.

Our range of products and services comprises development, making a product fit for production, producing electronics, and designing and manufacturing electronic semi-manufactured products and systems.

The Unitron Electronics Group is a versatile electronics company, which develops and assembles electronic and electrical equipment and systems. Together with the customer, we look for optimum solutions in the field of electronics.

The Unitron Electronics Group has two members, **Unitron Systems** and **Unitron Innotech**.

The main task of **Unitron Innotech** is the development of both hard and software from idea to market, for which not only the electronics, but also industrial design of the housing and frames are part of the contracts.

**Unitron Systems** is a company with the facilities and processes aimed at industrial electronics, assemblies and control systems.

## We can offer

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Development and production capacity.

## We are seeking

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Partners and new customers.

## **Company**

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Communication Unlimited (NL)

0084

## **Contactperson / Function**

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Frau drs. Nancy Kasemier / Marketing Manager

## **Company Profile**

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Communication Unlimited is a marketing communication agency with a specialisation in the field of Life Science.

We support marketing and marketing communication strategy and develop marketing communication plans.

Furthermore, we develop specific advertising campaigns and / or communication tools like websites, brochures and exhibition stands, in line with the corporate identity and desired positioning of our clients.

References and results can be provided.

## **We can offer**

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Marketing support, marketing communication and communication tools.

## **We are seeking**

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International Life Science companies.

Matchmaking Biotechnology  
as part of the conference "Cells at Work II"  
May 12<sup>th</sup> & 13<sup>th</sup> 2004, MECC Maastricht

## **Company**

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NBG Industrial Automation BV (NL)

0085

## **Contactperson / Function**

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Herr Geert Bruinsma / Commercial Director

## **Company Profile**

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Development of hardware, embedded software and PC software for industrial and medical purposes.

## **We can offer**

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Hardware, embedded software and PC software development.

## **We are seeking**

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Product developers.

## Company

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Reef Precisie BV (NL)

0086

## Contactperson / Function

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Herr Richard Cortie / Salesmanager

## Company Profile

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NEN-EN-ISO-9001 certified company, specialized in hardware manufacturing. Core competences: hardware manufacturing services and hardware assembling services. Other competences: co-development e.g. mechanical engineering and mechatronics.

### Company facilities:

More than 20 CNC-machines (3 to 5 axis milling and drilling). Grinding and turning.  
Class 10.000 cleanroom for assembling of products.  
Special room for UV-less assembling of products (yellow light).  
Flowboxes for assembling of products in N<sub>2</sub>-atmosphere.  
Various vacuum equipment and UHV leaking test equipment.  
Cadcaml, 3D-CNC-programming, mechatronics.

## We can offer

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We want to make your hardware.  
We want to co-develop your hardware.

## We are seeking

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OEM equipment manufacturers.  
New product developments in which we can assist (mechanical engineering).

## Company

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Angel Biotechnology LTD (UK)

0087

## Contactperson / Function

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Herr Stuart Duction / CEO

Herr Sherriff / Business Development Director

Frau Dr. Finn Winningham / Sales & Marketing Executive

## Company Profile

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Angel Biotechnology is a UK based contract biopharmaceutical manufacturing company and provides world class contract development and manufacturing services in microbial strain development and mammalian cell culture. With over 100 year's biopharmaceutical experience, the Angel team offers core expertise and knowledge to meet customer needs.

Angel offers a comprehensive package of biotech development, manufacturing and support services. These include mammalian cell line creation and improvement, microbial strain creation and improvement, fermentation media optimisation, technical transfer, fermentation and purification process optimisation / scale-up, large scale toxicological manufacture, cGMP manufacture (Q4 2004), assay development and validation, formulation and stability studies.

Angel's high-integrity facility in Cramlington, England, has GM Lab, Development suites, HTS (8,000 mutants / week), Pilot Plant (10L/50L) and Cell culture labs. State of the art cGMP bio-manufacturing facilities will be available Q4 2004 for microbial (75L/750L) and mammalian (200L) biopharmaceuticals manufacture. The facilities, quality systems and processes will be compliant with the EU Clinical Trials Directive. Larger non-GMP fermentation capability is also available.

Angel is working with international and multi-national companies on microbial and mammalian development projects. Partners include technology-based companies and biotech companies.

## We can offer

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Angel applies big pharma knowledge to provide flexible biotech solutions in a broad range of activities, and offers an integrated service from development through to GMP manufacture.

## We are seeking

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Angel seeks to extend its technical capabilities and research interests in line with its core business activities. Angel is interested in companies requiring cGMP manufacturing services and those with novel expression systems or process technologies.

## **Company**

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BioCologne e.V. (D)

0088

## **Contactperson / Function**

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Herr Franz Buschky / Geschäftsführender Vorstand

## **Company Profile**

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BioCologne: Verein zur Förderung der Biotechnologie im Rheinland.

## Company

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PharmaTarget BV (NL)

0089

## Contactperson / Function

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Frau drs. Jenny Elshorst / Business Development Office

## Company Profile

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Our unique Molecular Imaging Platform can visualize how your drugs work in animal models on real time basis. Our focus is the evaluation of compounds that modulate apoptosis in cancer and cardiovascular disease.

### The Concept.

The unique Molecular Imaging Platform assesses the efficacy of new drug candidates in vivo using Annexin A5, a protein that binds with cells in apoptosis, undergoing programmed cell death. The Molecular Imaging Platform can visualize the level of apoptosis within special animal models that are treated with your developed compound. Depending on whether your drug candidate should hamper or promote apoptosis, the gathered results very quickly reveal the effectiveness of the drug at hand. Possible tests include kinetic studies regarding the compound's efficacy. The analysis reveals real time results by means of tailored mouse models. Testing your compound with PharmaTarget's molecular imaging technology and Annexin A5 products leaves you with the following advantages:

- **Quick Results:** Testing your new compound with PharmaTarget's Molecular Imaging Platform accelerates your preclinical R&D Program in general. Due to in vivo testing, the results immediately reveal the effects of your compound in the target tissue of the living animal. It increases the probability of finding new leads that work in vivo.
- **Lower Costs:** Due to PharmaTarget's unique approach to testing compounds test results are produced much quicker than using classical methods. You save scarce financial resources. Consequently, more compounds can be tested with the same budget as before increasing chances of success.
- **Less Test Animals:** Compared to classical in vitro studies the tests are conducted with one animal instead of several per sequence of time. Therefore biological variation leading to biased test results can be effectively diminished.

PharmaTarget provides tailored imaging solutions for a range of different customers. We offer three distinct Service Packages based on molecular imaging and our Annexin A5 products:

- **All Inclusive Services.** PharmaTarget conducts the analysis of your compound using our own facilities.
- **On site Services.** PharmaTarget provides you with the knowledge and molecular imaging skills in addition to Annexin A5 products to test the compounds yourself.
- **Annexin A5 Product Services.** PharmaTarget supplies you with its Annexin A5 products for testing the compounds with your own imaging skills and technology.

## We can offer

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Tailored imaging solutions and Annexin A5 products for preclinical testing of novel compounds in the area of cancer and cardiovascular disease.

## Further events in 2004

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### **Matchmaking Logisticmarket NL-NRW**

**as part of the EUROCARGO**

**May 25<sup>th</sup> – 27<sup>th</sup> 2004 koelnmesse, Cologne**

For more information please contact: Celeste van Viersen

Tel: +49-211-179301-22, E-mail: [celeste-van.viersen@minbuza.nl](mailto:celeste-van.viersen@minbuza.nl)

## General information

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Dutch Consulate General

Oststr. 10                      40211 Düsseldorf

Postfach 103943              40030 Düsseldorf

Tel: +49-211-179301-20

Fax: +49-211-179301-61

E-mail: [rob.maat@minbuza.nl](mailto:rob.maat@minbuza.nl)

[www.niederlandeweb.de](http://www.niederlandeweb.de)



KPMG International ist als Verbund rechtlich selbstständiger, nationaler Mitgliedsfirmen mit über 98.000 Mitarbeitern in 150 Ländern eines der größten Wirtschaftsprüfungsunternehmen weltweit.

Auch in Deutschland gehört KPMG zu den führenden Unternehmen auf diesem Geschäftsfeld und ist mit ca. 6.500 Mitarbeitern an über 20 Standorten präsent. Unsere Leistungen sind in die Geschäftsbereiche Audit, Tax, Financial Advisory Services und Business Services gegliedert. Die Rechtsberatung nimmt unser Kooperationspartner Beiten Burkhardt Goerdeler wahr. Der Bereich Audit ist zuständig für die Prüfung von Jahresabschlüssen. Tax steht für die steuerberatende Tätigkeit von KPMG. Die Begleitung von Transaktionen und Restrukturierungsmaßnahmen obliegt dem Geschäftsbereich Financial Advisory Services. Business Services bietet Dienstleistungen zur Steigerung der unternehmerischen Performance. Alle Geschäftsbereiche sind über unsere Lines of Business miteinander verknüpft. Diese ergänzenden Netzwerke bündeln branchenspezifisches Know-how und tragen zusätzlich zur Beratungsqualität bei.

Unser **Dutch Desk** in Düsseldorf ist ein kompetenter Partner für Ihre grenzüberschreitenden Tätigkeiten. Wir sind spezialisiert auf die Niederländisch-Deutschen Verhältnisse und begleiten seit vielen Jahren niederländische Unternehmen, die in Deutschland tätig sind oder tätig werden möchten. So bieten wir umfassende Unterstützung z.B. bei der Prüfung von Jahresabschlüssen oder im Rahmen von Unternehmenskäufen. Detaillierte Kenntnisse der unterschiedlichen rechtlichen und steuerlichen Gegebenheiten beider Länder sowie umfassende Erfahrung und Branchenexpertise im Bereich Construction, Transportation, Industry und Trade zeichnen uns aus. Sprechen Sie mit uns – wir informieren Sie gerne!

**Ihr Ansprechpartner:**  
**Ton te Dorsthorst**  
**KPMG Düsseldorf (Dutch Desk)**  
**Tel.: 0049 (0) 211 475 7296**  
**eMail: [ttedorsthorst@kpmg.com](mailto:ttedorsthorst@kpmg.com)**

